

Fig. 1

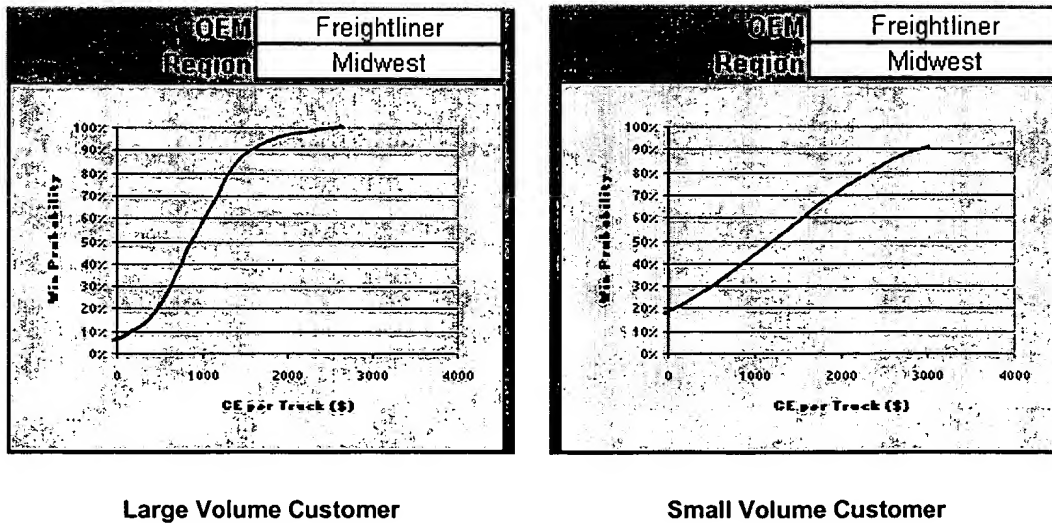


Fig. 2A

**OEM  
Region**

Freightliner
Canadian

**OEM  
Region**

Freightliner
Southeast

Figure 1 is a line graph titled "Win/loss" showing the win/loss ratio as a function of price. The y-axis is labeled "win = 1.0, loss = 0.0" and ranges from 0.0 to 1.2. The x-axis is labeled "Price" and ranges from 0 to 12. The graph shows a horizontal line at a win/loss ratio of 1.0 for prices from 1 to 5, and a horizontal line at 0.0 for prices from 6 to 10. A legend indicates "Win/loss" with a diamond symbol.

Price	Win/loss
1	1.0
2	1.0
3	1.0
4	1.0
5	1.0
6	0.0
7	0.0
8	0.0
9	0.0
10	0.0

Fig. 3A

Win/loss

win = 1.0, loss = 0.0

Bid number

◆ Win/loss

Bid number	Win/loss
1	1.0
2	1.0
3	1.0
4	1.0
5	1.0
6	0.0
7	0.0
8	0.0
9	0.0
10	0.0

```
graph LR; Companies[Companies] ---|has 1 or more| Stack; subgraph Stack; Accounts[Accounts]; Bids[Bids]; Products[Products]; Options[Options]; Accounts --- Bids; Bids --- Products; Products --- Options; end; Accounts ---|has 0 or more| Bids; Bids ---|has 1 or more| Products; Products ---|has 0 or more| Options;
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Fig. 4